

# JAMIE HIATT FAULKNER

## SUMMARY OF QUALIFICATIONS

- Twenty-four years in the commercial real estate industry.
- Twenty-one years' focus on analysis and due diligence, primarily in the retail investment sales arena.
- Analyzed more than \$4 billion worth of shopping center and office investment property and \$1.65 billion worth of development property.
- Personally involved with valuation and/or due diligence of more than 500 retail investment properties.
- Abstracted more than 5,000 retail and office leases.

## WORK EXPERIENCE

### **2005 – Present: Faulkner Consulting, Atlanta, GA**

*Commercial Real Estate Analyst / Broker*

- Lease review and abstracting, Argus and Excel modeling, market analysis, CAM analysis, due diligence and special projects for retail, office and development properties with a specialty in retail property.

### **2002 – 2004: BlackRock Realty Advisors, Atlanta, GA and Miami, FL (now CB Richard Ellis)**

*Broker*

- Exclusive focus on the sale of neighborhood and community anchored shopping centers throughout the Southeast.

### **2001 – 2002: Trammell Crow Company, Atlanta, GA (now CB Richard Ellis)**

#### **1994 – 2000: Ben Carter Associates, Atlanta, GA**

*Financial Analyst*

- Complete responsibility for the inside portion of the sales process for the retail investment sales team: lease review, due diligence, financial models, market analysis, research and packaging. Extensive client-customer contact.

### **1991 – 1994: Carter & Associates, Atlanta, GA**

*Administrative Assistant*

- Served as assistant to the company's Financial Analysis department while learning the basics of the real estate industry and performing lease analyses for the office and industrial leasing brokers.

## EDUCATION AND CREDENTIALS

Licensed Real Estate Broker, State of Georgia  
Member, ICSC

Bachelor of Business Administration, Finance  
1989, University of Georgia